

BEFORE THE  
PUBLIC SERVICE COMMISSION OF  
SOUTH CAROLINA  
DOCKET NO. 2013-77-C

IN RE: Application of 365 Wireless, LLC )  
for a Certificate of Public Convenience )  
and Necessity to Provide Interexchange )  
and Local Exchange Telecommunications )  
Services and for local service offerings to )  
be regulated in accordance with )  
procedures authorized for NewSouth )  
Communications in Order No. 98-165 in )  
Docket No.97-467-C; and for )  
interexchange service offerings to be )  
regulated in accordance with procedures )  
established for alternative regulation in )  
Order Nos. 95-1734 and 96-55 in Docket )  
No. 95-661-C )

DIRECT TESTIMONY OF  
JOSEPH WHITE

I. Introduction

1  
2  
3 1. Q. Please state your name and business address.

4 A. My name is Joseph White. My business address is 2870 Peachtree Road  
5 #951, Atlanta, Georgia 30305

6 2. Q. By whom are you employed and in what capacity?

7 A. I am Vice President of Technology of 365 Wireless, LLC (365 Wireless).

8 3. Q. Please give a brief description of your background and experience in  
9 business and telecommunications.

10 A. My background and experience, as well as other members of the  
11 management team of 365 Wireless, is set forth in Exhibit "D" of our  
12 application.

1     **4.     Q.     What is the purpose of your testimony?**

2             A.     The purpose of my testimony is to describe the nature of 365 Wireless'  
3                     proposed service offering within the State of South Carolina, and to  
4                     demonstrate its financial, managerial, and technical ability to provide the  
5                     telecommunications services for which authority is sought herein.

6     **5.     Q.     Do you wish to incorporate by reference any documents into your**  
7                     **testimony?**

8             A.     Yes. I wish to incorporate by reference the underlying Application filed in  
9                     this proceeding and its associated attachments.

10  
11                             II. The Business of 365 Wireless

12     **6.     Q.     Has 365 Wireless registered to do business in South Carolina?**

13             A.     Yes. 365 Wireless is a Georgia Corporation that has received authorization  
14                     to transact business within the State of South Carolina. A copy of 365  
15                     Wireless' Articles of Incorporation is attached to the Application as  
16                     Exhibit "A" and a copy of the document of authorization from the State of  
17                     South Carolina is attached to that Application as Exhibit "B".

18     **7.     Q.     Please describe the services 365 Wireless intends to provide within the**  
19                     **State of South Carolina.**

20             A.     365 intends to offer interexchange service to business customers  
21                     throughout the state. Applicant intends to provide local exchange service  
22                     to customers located in local exchange carriers' service areas of South  
23                     Carolina. Should its Application be granted, 365 plans to commence

1 offering service within one year of the appropriate and necessary resale  
2 arrangements with the incumbent Local Exchange Carriers ("LECs").  
3 Applicant will immediately begin negotiating an interconnection/resale  
4 agreement with AT&T South Carolina to provide local service. Applicant  
5 intends to utilize AT&T South Carolina, and other equivalent providers as  
6 its underlying interexchange carriers.

7 **8. Q. Does 365 Wireless currently provide local exchange and**  
8 **interexchange telecommunications services in any other state?**

9 A Yes. 365 Wireless is currently authorized to provide these services in  
10 the following states: Arkansas, Colorado, District of Columbia, Florida,  
11 Georgia, Idaho, Illinois, Indiana, Kentucky, Louisiana, Massachusetts,  
12 Montana, Nebraska, Nevada, New Hampshire, New Jersey, New Mexico,  
13 New York, North Dakota, Ohio, Oregon, Rhode Island, South Dakota,  
14 Texas, Washington and Wisconsin.

15 **9. Q. Has 365 Wireless ever had an application for a certificate of public**  
16 **convenience and necessity denied?**

17 A. No.

18 **10. Q. Does 365 Wireless intend to file tariff with the Commission?**

19 A. Yes. 365 Wireless filed a tariff along with its Application in this  
20 proceeding which it will modify as necessary in order to meet the  
21 Commission's requirements. We believe 365 Wireless' Tariff will  
22 incorporate all Orders, Rules, and Regulations of the Commission.

1 11. Q. Will 365 Wireless comply with the Commission's orders regarding the  
2 resale of interexchange carrier services?

3 A. Yes. 365 Wireless will at all times provide and market services in  
4 accordance with current Commission policies. In addition, 365  
5 Wireless at all times will provide interstate services in compliance with all  
6 FCC rules and regulations.

7 12. Q. Has 365 Wireless provided any intrastate telecommunications services  
8 within the State of South Carolina?

9 A. No.

10 13. Q. What rates will 365 Wireless charge upon receipt of certification?

11 A. 365 Wireless will charge the tariffed rates approved by the Commission.

12 14. Q. How will 365 Wireless market services in South Carolina?

13 A. 365 Wireless intends to market its services via direct sales by its  
14 employees and independent sales agents.  
15

16 III. Managerial, Technical and Financial Qualifications

17 15. Q. Does 365 Wireless have sufficient technical, financial, and financial  
18 resources and ability to provide the telecommunications services  
19 proposed in its application?

20 A. Yes. 365 Wireless has sufficient technical, financial, and managerial  
21 resources ability to provide the telecommunications herein. 365 Wireless'  
22 personnel represent a broad spectrum of business and technical disciplines,

1 possessing many years of individual and aggregate telecommunications  
2 experience.

3 Our qualifications and experience are discussed in Exhibit D to our  
4 application, which attachment also supports Applicant's managerial and  
5 technical ability to provide the services for which authority is sought  
6 herein.

7 **16. Q. How does 365 Wireless handle customer service requests?**

8 A. 365 Wireless' customer service representatives are prepared to respond to  
9 a broad range of service matters, including inquiries regarding: (1) the  
10 types of services offered by 365 and the rates associated with such  
11 services; (2) monthly billing statements; (3) problems or concerns  
12 pertaining to a customer's current service; and (4) general service matters.  
13 Please see the application for further details.

14 **17. Q. Please describe the financial condition of 365 Wireless.**

15 A. 365 Wireless has begun the significant deployment of its extensive  
16 telecommunications network and all related network assets throughout the  
17 United States. 365 Wireless has adequate capitalization and as of the  
18 fourth quarter of 2012, 365 Wireless is cash flow positive and is "self-  
19 funding" its operations from its realized profits and positive cash flow. To  
20 date, all capital expenditures of the Company have been addressed and all  
21 future capital needs have been pledged with no anticipated shortfalls.  
22 Financial statements have been provided in the application.  
23

1 IV. Public Interest

2 18. Q. How will residents of South Carolina benefit from 365 Wireless'  
3 services and presence in South Carolina?

4 A. Approval of this Application will promote the public interest by increasing  
5 the level of competition in the South Carolina telecommunications market.  
6 Ultimately, competition will compel all telecommunications service  
7 providers to operate more efficiently and pass the resultant cost savings on  
8 to consumers. In addition, as a result of competition, the overall quality of  
9 local exchange and interexchange service will improve.

10 19. Q. Has the Company ever been the subject of an investigation by any  
11 State Regulatory body or by the FCC?

12 A. No.

13 20. Q. Will the Company agree to abide by and comply with the  
14 Commission's Rules and Regulations and Commission Orders in its  
15 in South Carolina?

16 A. Yes.

17 21. Q. Does this conclude your testimony?

18 A. Yes. I would like to thank the Commission for this opportunity to provide  
19 information relevant to 365 Wireless' application and we are ready to  
20 provide any additional information that the Commission may need in  
21 making its decision.